

# Account Specialist



Lathom, Lancashire



up to £50,000 p.a. dependent on experience + Benefits



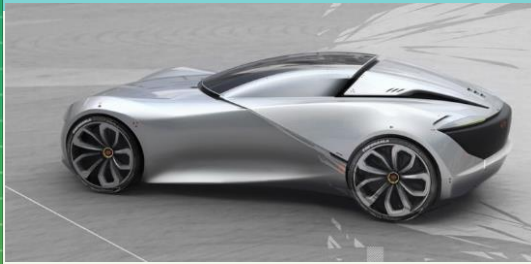
Degree (or equivalent relevant experience)

[www.NSG.com](http://www.NSG.com)

[www.Pilkington.com/Careers](http://www.Pilkington.com/Careers)



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## WHO ARE WE?

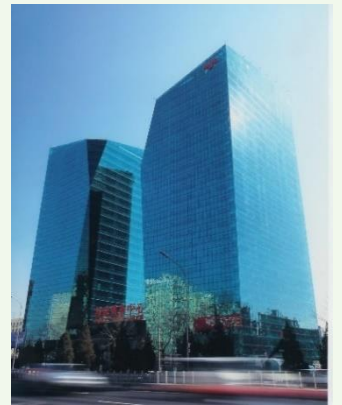
The NSG Group is a global leader in glass manufacturing in three business areas: Architectural, Automotive and Technical Glass.

Our mission is to be the global leader in innovative high-performance glass and glazing solutions, working safely and ethically.

## THE ROLE

A vacancy has arisen for an Account Specialist within our Automotive OE Commercial business. The purpose of the role is to support the Account Manager in the management of customer accounts by being the first line interface with the customer with commercial and technical aspects of the customer-supplier relationship. The main responsibilities of the role are:

- Varying elements of the commercial management of programmes of the full product life from pre-quotation to end of supply.
- Ownership of the account fundamental KPIs – Receivables, deductions, pricing and profit improvement
- Supporting or directly developing and managing TPAP and GCAP (account plans)
- Preparation of new model quotations - targeting models whilst following regional business strategy/plan. Maintain active sourcing plan for new business quotations.
- Part of team directly responsible for winning target business in line with regional target business plan
- Generating, maintaining and executing account plans as appropriate
- Commercial negotiations - parts/tooling following business strategy/plan
- The profit and loss on the customer account - tracking and improvement actions (cost push) - identifying and taking action on non-profitable parts following business guidelines
- Management of short term (12 weeks) demand issues - escalated supply issues/abnormal demand issues
- Relationship management to ensure NSG is a trusted advisor



## WHAT ARE WE LOOKING FOR – YOU AND YOUR TECHNICAL SKILLS

The successful candidate will have a clear understanding of the Automotive industry, with a very good understanding of automotive glass and manufacturing processes. An engineering or numerate/technical discipline is also required. Strong leadership capabilities are essential. Excellent interpersonal and communications skills are also essential as the job holder will have to communicate with people and customers at all levels. A full UK driving licence and car ownership would be an advantage due to limited public transport to the site.

### Benefits

- 25 days holiday
- Pension with employer contribution
- Free on-site car parking
- On-site canteen
- Holiday Salary Sacrifice Scheme
- Flexible working (office and home)
- Private Healthcare Plan
- Management Bonus Scheme
- Job requirement vehicle

*If you believe you have the skills and abilities we need, and there is a match between our profile and your aspirations, we very much want to hear from you!*

Please send your CV and covering letter to [RecruitmentVacanciesUK@pl.nsg.com](mailto:RecruitmentVacanciesUK@pl.nsg.com) and quote reference **CORP P22-04**.

